



# UNIVERSAL FIBER-TO-THE-HOME BROADBAND FOR FAUQUIER COUNTY

**September 9, 2021**

# Agenda

- Overview
- 2022 VATI Application Strategy

## About All Points Broadband

- All Points is a Virginia-based rural broadband company operating in VA, WV, MD and KY
- In each of 2018, 2019, 2020 and 2021, All Points was named to the *Inc. 5000* list of America's fastest growing, privately-held companies
- In 2021, All Points has received more than \$51 million in state and federal grants and electric utility co-investment for projects in our partner jurisdictions
- In the 2021 VATI cycle, All Points successfully partnered with a regional PDC and two electric utilities to design and fund a VATI-supported, regional, 5-county, universal broadband initiative which is currently under construction
- All Points' lead sponsor is Searchlight Capital Partners, America's #4 builder of fiber-to-the-home projects



## Overview

- Fauquier and All Points Broadband have partnered to develop and execute a plan to achieve universal broadband through a plan to be supported with grant funding from the Virginia Telecommunications Initiative (VATI)
- We have recruited Dominion Energy Virginia (“Dominion”) and Rappahannock Electric Cooperative (“REC”) to help bridge the digital divide in Fauquier
- The partners have completed high level design for a universal, fiber-to-the-home broadband network to serve the 10,500 locations in Fauquier that are not served by qualifying, wired broadband today
- All Points’ network and partnerships are specifically designed to secure VATI grant funding in the current application cycle, and to be an eligible use of ARPA funds
- Today we are seeking the Board’s approval to submit the VATI project for funding, and endorsement of the recommended local match component, contingent on grant award

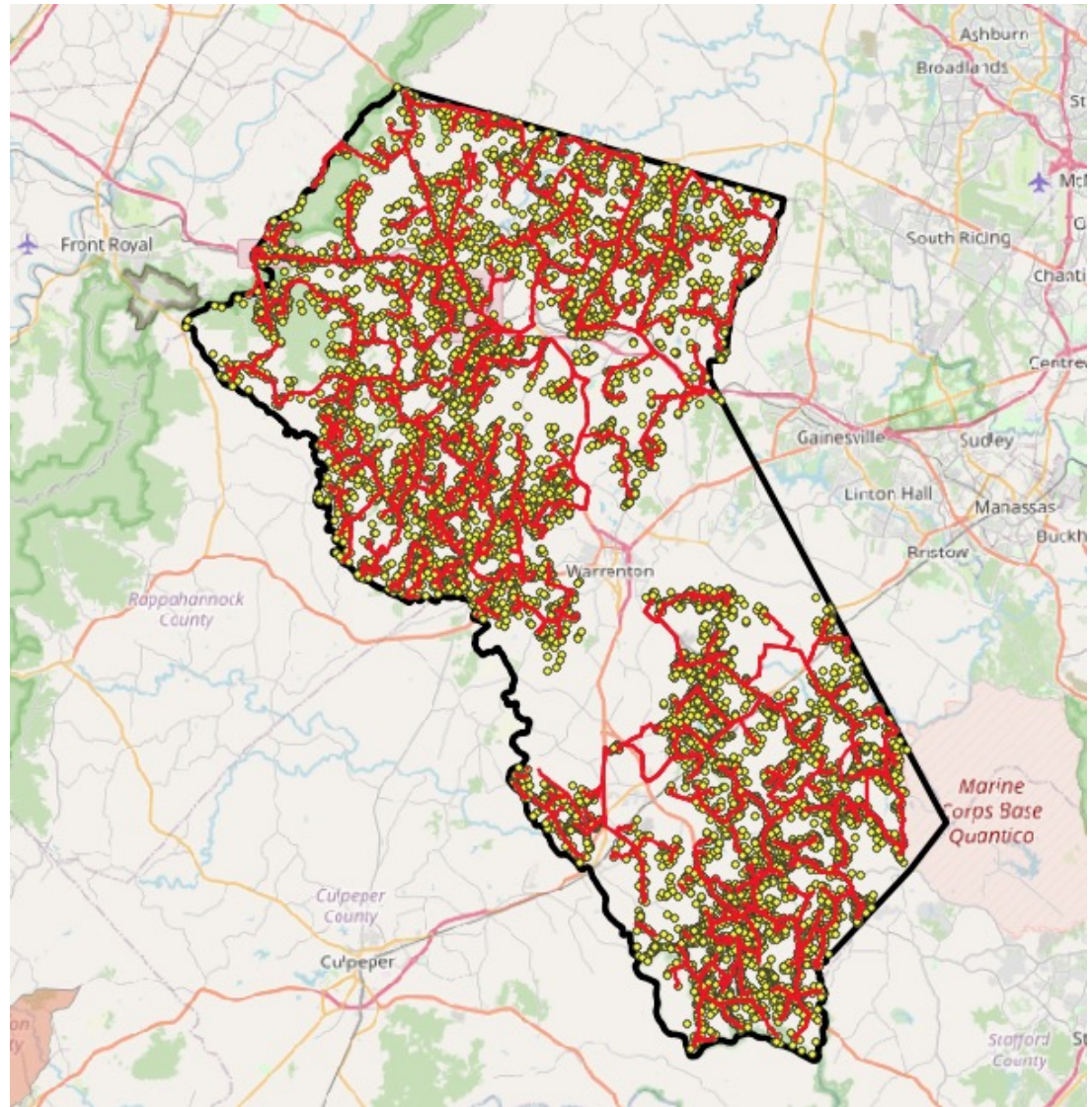


# Leveraging Electric Utility Middle Mile to Make Last-Mile FTTH Feasible



## Project Overview

- The project includes ~705 miles of fiber infrastructure to extend to all remaining unserved areas
- Overall project cost will require ~\$64M in funding
- All Points would secure \$38.8M (61%) of total project cost
- VATI application would provide \$14.7M (23%)
- County contribution would be \$10.5M (16%) and eligible for ARPA funding



## Project Outcome

- Broadband available to all currently unserved locations
- Fiber-to-the-home network based on XGS-PON architecture which is scalable to symmetrical 10 Gbps to each location
- Standard installation fee of \$199:
  - All customer premises equipment
  - 500-foot service drop included
    - Long drop charges waived for 12 months
- Residential service offerings:
  - 50 x 50: \$59.99 (fixed)
  - 100 x 100: \$79.99
  - 500 x 500: \$99.99
  - 1000 x 1000: \$119.99

## Timeline for Completion

- Fauquier's local match would be contingent on receipt of VATI grant award and execution of an agreement with All Points regarding the project
- Grant application to be submitted September 14<sup>th</sup>
- After submission, APB will manage the challenge processes and adjust project scope consistent with program rules
  - VATI awards to be announced in December
- Fauquier and All Points would have ~90 days after grant award to enter into an agreement reflecting the VATI application and to formally accept the grant award
- Project would be substantially complete within 24 months of VATI grant award and completion of Dominion and REC routes
- Fauquier is well positioned:
  - High quality network and design, optimized for VATI scoring
  - Strong partnerships in place
  - Whole-of-Jurisdiction solution



# THANK YOU

